

Message Text

UNCLASSIFIED

PAGE 01 JIDDA 00394 191105Z

12

ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 RSC-01 /018 W

----- 087877

P R 191025Z JAN 75

FM AMEMBASSY JIDDA

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 9876

UNCLAS JIDDA 0394

E.O.: 11652: N/A

TAGS: BEXP, SA

SUBJ: SPECIAL TRADE OPPORTUNITY: CENTRAL BURGLAR ALARM
SYSTEMS

1. PROMINENT LOCAL COMPANY, HAJI ABDULLAH ALIREZA (HAA), URGENTLY REQUIRES CONTACT WITH U.S. SUPPLIER OF "CENTRAL STATION" INTRUDER ALARM SYSTEMS. HAA HAS BEEN AUTHORIZED BY SAG PUBLIC SECURITY FORCES (NATIONAL POLICE) TO DO SURVEY HOPEFULLY LEADING TO A NEGOTIATED CONTRACT FOR INSTALLATION OF CENTRAL ALARM STATIONS IN JIDDA AND RIYADH. THEY HAD BEEN NEGOTIATING WITH A BRITISH FIRM WHICH HAS ABRUPTLY BACKED OUT, LEAVING HAA IN EMBARRASSING POSITION VIS-A-VIS PSF AND ENDANGERING THEIR OPPORTUNITY FOR A NEGOTIATED CONTRACT. HAA HAS ASKED EMBASSY FOR THE ADDRESS OF "AMERICAN DISTRICT TELEGRAPH CO., (ADT), 157 SIXTH AVENUE, NEW YORK. WE HAVE PROVIDED THIS, BUT ADDITIONALLY REQUEST THAT COMMERCE TELEPHONE ADT AND A FEW OTHER LEADING FIRMS OF THIS OPPORTUNITY, STRESSING URGENCY OF IMMEDIATE COMMUNICATION WITH HAJI ABDULLAH ALIREZA COMPANY, ATTENTION JOHN DALY, GENERAL MANAGER, GENERAL TECHNICAL DIVISION, CABLE ADDRESS "TEKNIKAL JEDDAH." RAPID ACTION CRUCIAL TO HAA'S ABILITY TO RETAIN OPPORTUNITY, DUE TO EARLIER DELAYS.

2. THERE IS PRESENTLY NO INTEGRATED ALARM SYSTEM WHATSOEVER IN SAUDI ARABIA. WHILE BURGLARY IS NOT YET A NOTABLE PROBLEM, PSF EVIDENTLY RATHER NERVOUS ABOUT TOTAL VULNERABILITY OF ALMOST ALL PUBLIC AND PRIVATE BUILDINGS

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 JIDDA 00394 191105Z

AND WISHES TO KEEP AHEAD OF PREDICTABLE INCREASE IN BUR-

GLARY RATE. INITIAL STAGE OF SYSTEM IN EACH CITY WOULD PROBABLY INVOLVE A FEW HUNDRED SUBSCRIBERS, MOSTLY GOVERNMENT BUILDINGS AND COMMERCIAL ESTABLISHMENTS, WITH RAPID EXPANSION, INCLUDING PRIVATE HOMES, TO FOLLOW. (CENTRAL STATIONS WOULD BE OPERATED BY THE POLICE OF COURSE.) CONSIDER THIS TO BE AN EXCELLENT OPPORTUNITY FOR A U.S. COMPANY TO GET IN ON A VIRGIN FIELD. PLS INFORM EMBASSY OF INDUSTRY RESPONSE.

3. HAJI ABDULLAH ALIREZA IS ONE OF THE LARGEST AND MOST REPUTABLE COMPANIES IN SAUDI ARABIA (WTDR ON FILE). THEY ARE ACTIVE IN MANY AREAS, INCLUDING AGENCY REPRESENTATION AND CONTRACTING IN THE ELECTRONICS FIELD, AND ARE, FOR EXAMPLE, THE PRIME CONTRACTOR (WITH ITT EQUIPMENT) FOR INSTALLATION OF THE NATIONAL TELEX SYSTEM. ALTHOUGH PROBABLY ABLE TO CONDUCE SUBJECT PRELIMINARY SURVEY ON THEIR OWN, THEY PREFER TO INVOLVE SUPPLIER FROM THE START, IN PAST TO REINFORCE LIKELIHOOD OF GETTING SOLE SOURCE AWARD OF CONTRACT.

AKINS

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 19 JAN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975JIDDA00394
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750020-0769
From: JIDDA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750139/aaaabiem.tel
Line Count: 81
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: MorefiRH
Review Comment: n/a
Review Content Flags:
Review Date: 04 APR 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <04 APR 2003 by SilvaL0>; APPROVED <25 Nov 2003 by MorefiRH>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SPECIAL TRADE OPPORTUNITY: CENTRAL BURGLAR ALARM SYSTEMS
TAGS: BEXP, SA
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006